467.4072: (Oct 6, 1978)

EXPORT BRIEFS

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The following trade items have been gathered from Agricultural Attache and other government reports as a service to U.S. exporters of food and agricultural products. In supplying the trade leads the Department of Agriculture does not guarantee reliability of the overseas inquirer. Your best source for further information on these trade leads is the listed foreign firm originating the inquiry. You may also contact the Export Trade Services Division, FAS, (202) 447-7103.

October 6, 1978

1985-1986 Frozen beef, pork and lamb offals (England). Wishes boxed frozen beef, pork and lamb offals in container loads, Grade A. Packaging: sub-divided cartons for retail trade, bulk packed cartons up to 80 lbs for manufacturing trade. Quote CIF London. Bank ref: Lloyds Bank Ltd., Milson Street, Bath. Contact: Nick Sweet or Peter Barclay, Stanley Gibson Ltd., Kingston House, Pierrepont Street, Bath BA1 1LA, London, England. Telex: 449245. Phone: 0225 65051.

1987 Ginseng plants (New Zealand). New Zealand farmer seeking contaets for supply of ginseng plant, quantity 30-50 plants, 3-4 years old. Price quoted FOB U.S. ports, transported by air. Bank ref: Anz Bank, 78 Rangitikei Street, Palmerston North. Contact: Mark I. Wright, R.D. 1, Aokautere, Palmerston North, New Zealand.

1988-1989 Joint venture - Grain and livestock production (Venezuela). Wants U.S. firms for joint venture - commercial grain and livestock production. 24,700 acres of land available for progressive development, but capital investment and efficient management are needed. Water available for irrigation. Bank ref: Banco La Guaira International, Chacaito, Caracas. Contact: Bernardo Pineiro, Servicios Suministros Centralizados, C.A., Apartado De Coreo 60393, Caracas, Venezuela. Phone: 32 65 25.

1990 Rice (England). Desires 15,000 tons of rice, No. 2, 4 percent broken white, parboiled odorless, packed in hessian bags. If paper bags then 3 percent extra weight of rice required, approx. 25 kilos each. Delivery soonest. Quotation for price at competitive rate necessary for a third party. Quote CIF Lagos; Wari; FOB, Port of supply. Bank ref: National Westminister Bank, Threadneedle Street, London EC3. Contact: Dr. H. S. Selhi, Ari Trading & Shipping Co., Ltd., Unit 4 Rich Industrial Estate, Crimscott Street, London SE1 5TE, England. Telex: 888778. Phone: 01-928-2211.

1991-1992 Concentrated orange juice and wines (Philippines). Wishes concentrated orange juice packed in bulk and also 600 cases of table wine/annum, very high quality-preferably vintage wines in bottles. Interested in establishing local agency arrangement with U.S. firm. Bank ref: Hong Kong and Shanghai Bank. Contact: Mario N. Ylanan, Conrad & Co., Inc., 4th Fl., Standard Bldg., 151 Paseo De Roxas Cor. Pasay Road Makati, Metro Manila, Philippines. Telex: EASTERN PN 4110 NIL MLA. Phone: 88-11-21 or 87-59-14.

1993-1994 Frozen meats and offals (England). Wants all types of frozen, boneless meats and offals, in containerloads, quality all grades. Packing in whatever offered. Quote CIF UK port. Bank ref: National Westminister Bank, West Smithfield, London EC1. Contact: J. Kershaw, T. Knight & Sons, Ltd., 375 Central Markets, Smithfield, London EC1, England. Telex: 887395. Phone: 01-248-2281.

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1995-1997 Yellow and green peas, brown beans, seeds (Sweden). Needs yellow and green peas, brown beans, and seeds: highland bentgrass, creeping red fescue in parcels. Large quantities. Quote CIF Stockholm, Bank ref: Skandinaviska Enskilda Banken. Contact: Mrs. Sonja or Richard Rabe, Handelsbolaget Rabe & Co., Box 2150, S-750 02 Uppsala 2, Stockholm, Sweden. Cable: 76129 RABE S. Phone: 018/11 51 80.

1998 Tallow (New Zealand). Needs certified edible beef tallow, quantity - parcels of 1,500 tons. Quotations CIF Auckland, New Zealand. Bank ref: Bank of New South Wales, Auckland, New Zealand. Contact: J. E. Dickie, Maircom (NZ) Ltd., 204 Hereford Street, P. O. Box 1477, Christchurch, New Zealand. Telex: 4474. Cable: MAIRCOM. Phone: 797-700 CHRISTCHURCH, New Zealand.

1999 Frozen french fries (Belgium). Wants container loads of frozen pre-cooked french fries, USDA Grade A, 1 or B. Packed in cartons of 30 lbs each intended for catering trade. Delivery soonest. Request shoestring type (6 millimeter diameter size and long or medium size length). Quote CIF Antwerp. Bank ref: Kredietbank and Bank Brussel - Lambert. Contact: Ludo De Schutter, De Schutter, PVBA, Duboisstraat 39, B-2000 Antwerp (Belgium). Telex: 33503. Phone: (031) 32.78.04.

2000 Fresh fruits and vegetables (Hong Kong). Wants 3 containers per month of oranges grapes, apples, honeydew; 3 - containers per month of tomatoes, onions, lettuce, cabbage, potatoes, and celery. Packaged in cartons and crates. Quote CIF Hong Kong. Bank ref: The China and South Sea Bank, Ltd. Contact: Ernest Cheng, Man Wo Company, 234-242 Des Voeuz Road, West, Kawai Cheong Bldg., 4th Floor, Flat B and C, Hong Kong. Telex: 63827 CSC HX. Phone: (5) 442-506.

2001 Soft drinks (Egypt). Wishes bottled and canned soft drinks and carbonated beverages. Contact: Yahmoud Ismail, Chairman, Alexandria Shipping & Navigation Co., 557 El Horreya Street, Alexandria, Egypt. Cable: ALEXSHIP. Phone: 62923/27. Telex: 4104 - 4029 ALEXSHIP UN.

2002 Grocery lines (Israel). Interested in buying the following food items: vanilla and coconut extracts in one, five and ten gallon containers; white rice and cargo rice; canned tuna, bonita quality, 6 1/2 oz size, packed in vegetable oil; canned fruits, esp, fruit cocktail, 30 oz. cans; walnuts and dried prunes in 12 1/2 gals cartons. Also interested in contacting prune juice processors. For additional information contact: Theresa Rettig, U.S. Department of Commerce, Washington, D.C. 20230 (202) 377-3265. Contact: (In Israel) Managing Director, METRACO., P. O. Box 379, 134 Allenby Road, Tel Aviv, Israel. Telex: 341342 DANX IL. Cable: METRACO Tel Aviv.

2003 Grapefruit (West Germany). Wishes to buy 10,000 cartons per shipment of Californian grapefruit, in palletized containers. Delivery first possible shipment after crop. Quote C&F Hamburg. Bank ref: Schroeder, Muenchmeyer, Hengst & Co., Hamburg. Contact: Mrs. Ute Glunz, Hars & Hagebauer, P. O. Box 102904, 200 Hamburg 1, West Germany. Telex: 02-161-840 (ANSWER BACK: HARS D). Cable: HAGEBAUER, Hamburg. Phone: HAMBURG 32 16 31.

2004 Tangerine trees (Egypt). Needs 1,700 young tangerine trees, suitable for heavy dark soil. Delivery early February, 1979. Quote CIF Cairo airport. Contact: Dr. Ahmed M. Osman, 17 Brazil St., Zamalik, Cairo, Egypt. Phone: 802-802, Cairo.

2005 Seafood (Egypt). Wishes fish filets and shrimp. Also wants to represent U.S. exporters. Types needed: mullet, sardine, sardinella, round mackerel and shrimp. Interested in least expensive fish fillet available. Quote CIF Alexandria. Bank ref: Bank of Credit and Commerce, Alexandria, Nile Bank, Cairo. Contact: Mohamed M. El Naggar, Masawa International, 23 Liberation Sq., P. O. Box 91, Alexandria, Egypt. Telex: 4133 NAG-SUP-UN. Cable: TOCAY Alexandria. Phone: 33954, 34157 Alexandria.

2006 Rice (Grenada). Agent representing a Nigerian government agency requests C&F Lagos, Nigeria, offers for 100,000 mt of long grain, parboiled rice, 4-5% broken. Payment by Letter of Credit. Contact: Alston Johnson, International Money Broker and Banker's Agent, Box 120, St. George's, Grenada, West Indies. Cable: ALJOFIN. Phone: 3032.

2007 Mushrooms (Japan). Needs from 1/2 - 20 mt of fresh matsudake mushrooms (Armillaria matsudake), 10 kg packages preferable, but will consider other suggestions by supplier. Delivery early October. BAnk ref: The Nishinihon Sogo Bank, Watanabe-Dori Branch, (2-4 Takasago 1-Chome, Chuo-Ku, Fukuoka 810 Japan). Contact: James R. Street, Manager of Import Development Division Yamamoto Timber Co., Ltd., 15 Zasshonokuma 5-Chome, Onojyo City, Fukuoka Pref., Japan 801. Phone: 092-501-4716.

2008 Grocery lines (West Indies). Needs all kinds of foodstuffs (canned and dry) and canned baby foods and formula. Buyer has given Dun and Bradstreet, New York, New York as a trade and financial reference as well as Canadian Imperial Bank of Commerce, Broad Street, Bridgetown, Barbados. Contact: Lakhi R. Chandiramani, Manager, Agencies Unlimited, P. O. Box 644C, Bridgetown, Barbados, W.I. Cable: SHEILARAM, Barbados. Phone: 63851.

2009 Syrups (Ecuador). Wants flavoring syrups to be used by soft drink bottlers. Send literature and quote C&F Guayaquil. Requestor is an agent, interested in acquiring new distribution lines. Contact: Javier Navarro, L & N Representaciones C Ltda., Casilla 5659, Guayaquil, Ecuador. Cable: FRUSANCA. Telex: 3442 TELCOI-ED. Phone: 302-644.

2010 Grocery lines (Saudi Arabia). Needs dairy products, canned foods, fruits, specialties, juices, mineral waters, canned and cured seafoods, tea, and coffee in consumer packages, cigarettes, cigars, cigarillos and smoking tobacco. This firm is keenly interested in direct purchase/sole distributorship of above products from new sources of supply in U.S. Contact: Noman Y. Al-Saleh, Al-Saleh Commercial Est., P. O. Box 3, Dhahran Airport, Saudi Arabia. Cable: LINA Alkhobar. Phone: 43076.

2011 Snack foods (Bahrain). Wishes raw material for extruded salted snacks. No estimate possible. Firm is manufacturer/distributor of extruded crisps and corn curls with sales throughout Gulf area. Seeking suppliers of extruded snack food raw material. Wishes to receive samples and prices. Firm is well established. Contact: Edgar Sandvig, Manager, Delmon Food Factory, P. O. Box 263, Manama, Bahrain. Cable: FARM. Phone: 259072.

2013-2016 Candy, cookies and crackers and chewing gum (Egypt). Needs supply of the following items: candy and confectionery products, cookies and crackers and chewing gum. Firm is manufacturer of confectionery and would like to introduce U.S. confectionery products to the Egyptian market. Quantities will be specified by buyer upon receipt of price quotations CIF Alexandria. Catalogs are also required. Contact: Mrs. Amina Abdel, Aziz El Dib, Patisserie Manna, 143 Abdel Salam Aref Street, Zizinia, Alexandria, Egypt. Phone: 60572.

2017 Vegetable seeds (Nigeria). Nigerian firm interested in importing vegetable seeds (especially cabbage, lettuce variety Webbs Wonderful); quantity: 40 kilograms, packaging in 100 g packets. Desire quotation C&F Ikeja airport, Lagos. Delivery time as soon as possible. Bank ref: Bank of The North, Ltd., Apapa. Contact: Nuhu Haruna, Marwa International Ent., 15, Lawani Street, Surulere, P. O. Box 6285 Marina, Lagos, Nigeria.

2018 Ox tongue (England). Needs ox tongue, in container loads, must be derooted, packed in 6 lb. cans. Wishes to view samples and deal with only those plants approved for export to U.K. Quote CIF London. Bank ref: Midland Bank, Ltd., 94 Fenchurch Street, London EC3, England. Contact: D. L. Hurrell, Daniels & Company, Ltd., Wilec House, City Road, London EC1Y 2BU, England. Telex: 28837. Phone: 01-253-9013.

2019 Dried apricots (Japan). Wishes dried apricots (apricot colour, not black), quantity to be determined at later date. Best quality available, to be marketed as a confectionary like chocolates. If possible the importer would like to know if they can be packaged as such in U.S. The importer would like to release product in time for Christmas. The importer would require information on availability through the year, length of shelf life, and pertinent marketing facts. Would like gift packaging done in U.S. For further detailed negotiation, the importer may plan to visit supplier in early part of October. Quote CIF or C&F Fukuoka city. Contact: Con-Stan Industries, Inc. (19501 E. Walnut Drive, Box 1286 City of Industry, California 91749) or Leon Dobrinski, General Manager, Con-Stan Industries of Japan Inc., 1-18 Hirao, 2-Chome, Chuo-Ku, Fukuoka City, 810 Japan. Phone: 092-521-3247.

2020-2021 Nuts (France). Desires roasted nuts salted: peanuts, cashews and almonds, 25,000 cases, 1/2 lb - 1 lb. tins - cartons 12 and 24 packed. Quote CIF and FOB Paris. Bank ref: Societe Generale Ag. A.J. 91, Champs Elysees, 75008 Paris. Contact: G. Valade, Copralim, 5-7, Rue Des Freres Lumiere Zac Du Pont-Yblon 93150 Le Blanc-Mesnil, Paris, France. Phone: 931.66.77

2022 Zoo animals (Italy). Desires live animals for zoo gardens (male and female); lions, tigers, panthers, etc. Quantity requested: young animals with documentation. Contact: Celani Emidio, Gaudium Zoo Park, Viale Cortina D'Ampezzo 275, Rome, Italy. Telex: 62206. Phone: (ROME) 3385067.

2023 Chicken (France). Agents wants to buy chicken for Islamic countries, 5,000 t per month. Bank ref: Credit Lyonnais, 45000 Orleans. Contact: Mr. Vittot, A.R.E.I. Agence Representation Electricite Industrielle, 425, Rue Passe Debout, Saran 45400 Fleury Les Aubrais, France. Phone: (91) 20.77 and (91) 36.46. Telex: 781.275.

2024 Lobster, crabs, clams (Hong Kong). Interested in live lobster; live Alaska crab; live cherrystone jumbo clams, 1,000 lbs. of 1 1/2 lb. lobsters per month: 1,000 lbs each crab and clams per month. Packed in ice and seagrass in card board cartons, willing to accept 10-15 percent mortality rate upon arrival. Quote CIF Hong Kong by air, direct from New York City, San Francisco or Los Angeles, if possible. Bank ref: Hang Seng Bank Ltd., Des Voeux Road., Central, Hong Kong. Contact: Lawrence Ng, Man Ming Trading Company, Stag Bldg., Rm 605, 148-150 Queen's Road, Central, Hong Kong. Telex: 85081 NOGAR HX. Phone: (5) 233-251.

2025 Canned sukiyaki (Japan). Wishes to contact U.S. supplier of canned sukiyaki, 2,000 cases per month, beef content must be less than 30%. In case complete canned sukiyaki is not available, semi-sukiyaki not containing beef and vegetables such as Welsh onions, cabbages, etc. is acceptable. Delivery soonest. Quote C&F and CIF. Bank ref: Dai-Ichi Kangyo Bank, Shizuoka Branch, Shizuoka. Contact: Ichiro Konagai, Central Products, 13-7, Ando 1-Chome, Shizuoka, Japan. Cable: CENTRAL, Shizuoka. Phone: 0542-45-4555.

2026 Hanging tender (Japan). Wants 10 mt per month of frozen hanging tender, products trimmed from heifers - 5-7 years old, steers - 2-3 years old and/or bulls - 3-4 years old, are preferable. Delivery soonest. Quote C&F, CIF. Bank ref: Mitzubishi Bank, Yokohama Branch. Contact: Akemi Miura, Shin Nihon Trading Co., Ltd., 41, Sakurada 1-Chome, Nerima-Ku, Tokyo, Japan. Cable: BEAUTY, Trad Phone: 03-991-5493.

2027 Dried fruit juice powder (Japan). Wants 10 mt per month for each freeze-dried fruit juice powder - apricot, grapefruit, orange, peach, etc. Appropriate packaging for institutional use. Immediate delivery. Specific information and samples, 2 lbs. for each, to be sent by air. Buyer willing to pay for samples. No additives should be contained in sample products. Quote FOB and C&F. Bank ref: Sumitomo Bank, Shibuya Branch, Tokyo. Contact: Seozo Kanah, The Young Engineers, Inc., C/o Residential Bldg., 4-4-3, Aobadai, Maguro-Ku Tokyo, Japan. Cable: KANOHSUN, Tokyo. Phone: 03-460-2453.

2028 Potatoes, spinach (Japan). Interested in 90 mt each per month of potatoes and spinach, both products must be frozen and of top grade. Specific information required. Appropriate packaging for export. Immediate delivery. Quote C&F. Bank ref: Mitsubishi Bank, Shibuya Branch, Tokyo. Contact: Katsuji Tobe, Nihon Shokuhin Seizo Co., Ltd., 5-21, Daita 6-Chome, Setagaya-Ku, Tokyo, Japan. Telex: J-23866. Phone: 03-468-2047.

2029 Trout eggs (Bolivia). Interested in fertilized trout eggs Arco Iris, 1,000,000-1,500,000 urgently needed to be placed in a hatchery at 15,000 feet above sea level. Quotations CIF La Paz airfreight. Contact: Corporacion Regional De Desarrollo De Potosi, Oscar Irahola, Casilla 320, Potosi, Bolivia. Cable: CORDEPO.

2030-2031 Grapes, apples (Bolivia). Wishes to purchase 1,600 boxes of grapes (Emperor); 800 boxes of Red Delicious apples (sizes 88-162); 800 boxes of Golden Delicious apples (sizes 88-162) and 800 boxes of Rome beauty apples (sizes 88-162). Quotations urgently needed because order must be delivered before the 30th of October. Quotations CIF Arica, Chile and/or CIF La Paz airfreight. Contact: Frutibol Ltda., Juan Pereira Fiorilo, Casilla 20, Cocabamaba, Bolivia. Telex: 5900 COCH.

2032-2033 Wine and canned vegetables (Singapore). Interested in representing U.S. brands of California white wines, Californian red wines and canned vegetables (branded) on an exclusive basis. Projected sales of consumer goods/durables are expected to exceed U.S. $10 million this year. Firm wishes to further expand on its range of products. Bank ref: Chartered Bank, Battery Road, Singapore 1. Contact: Robert J. Tatlow, General Manager, Jardine Marketing Services (Singapore) PTE. Ltd., Sandilands House, 100C Pasir Panjang Road, Singapore 5. Cable: SANDBUT, Singapore. Phone: 635722. Telex: RS 21317.

2034 Tomato seed, pea seed (Brazil).. Wants to buy tomato and pea seeds, varieties suitable for processing, tomato seeds in cans of 1 to 5 kg, pea seeds in bags of 50 kg. Quote COB. Bank ref: Bank of London - Agencia 15 De Novembro Banco Frances E Brasileiro - Agencia Brig. Luis Antonio. Contact: Waclaw Mazaraki, Rua Sao Carlos Do Pinhal, 345 Sala 706 - 01333 Sao Paulo - SP, Brazil. Cable: WAMAZARAKI. Phone: (011) 287-1979.

2035 Canned corn (France). Interested in canned sweet corn, 5,000 cartons, whole kernel corn, corn on the cob, cans 340 g 303 cans 3/4 ears. Quote CIF and FOB. Bank ref: Societe Generale Ag. A.J. 91 Champs Elysees 750008 Paris. Contact: G. Valade, Copralim, 5-7 Rue Des Freres Lumiere Zac Du Pont-Yblon 93150 Le Blanc-Mesmil, France. Phone: 931-66.77.

2036-2037 Canned fruits and vegetables (France). Interested in 20,000 - 30,000 cases of canned fruits and vegetables : fruits cocktail, peaches, grapes, pineapple, cartons 24 tins. Quote CIF and FOB. Bank ref: Societe Generale Ag. A.J. 91, Champs Elysees 75008 Paris. Contact: G. Valade, Copralim, 5-7 Rue Des Freres Lumiere, Zac Du Pont-Yblon 93150 Le Balnc-Mesnil, France. Phone: 931-66-77.

Foreign Trade Developments

The export potential for fresh produce will be explored at a special session of the 29th Annual Convention and Exposition of the Produce Marketing Association in Atlanta, Georgia, October 25. The program will include leading buyers from England, Sweden, Singapore and Chile. For details contact: Art Massa, Product Marketing Association, 700 Barksdale Road, Suite 6, Newark, Delaware 19711. Phone: (302) 738-7100

Brazilian requirement for livestock imports. Dr. Chieffi, Secretary of the Holstein Association of Brazil, indicates that effective immediately animals to be approved for importation to Brazil must be transferred from the ownership of the American seller to the Brazilian buyer. Dr. Chieffi points out this is the reponsibility of the U.S. export agent who is also responsible for providing the buyer an official four generation pedigree on each animal intended for export to Brazil.

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